

Exeter City Council

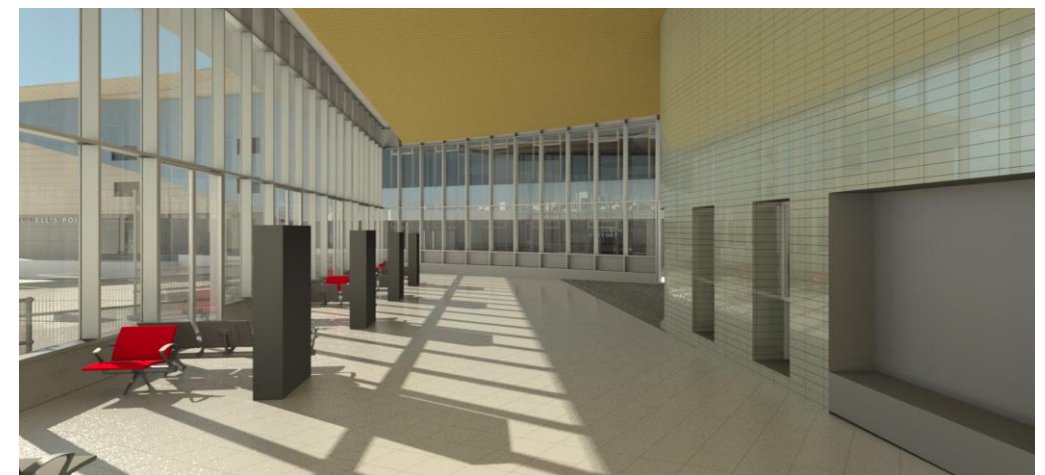
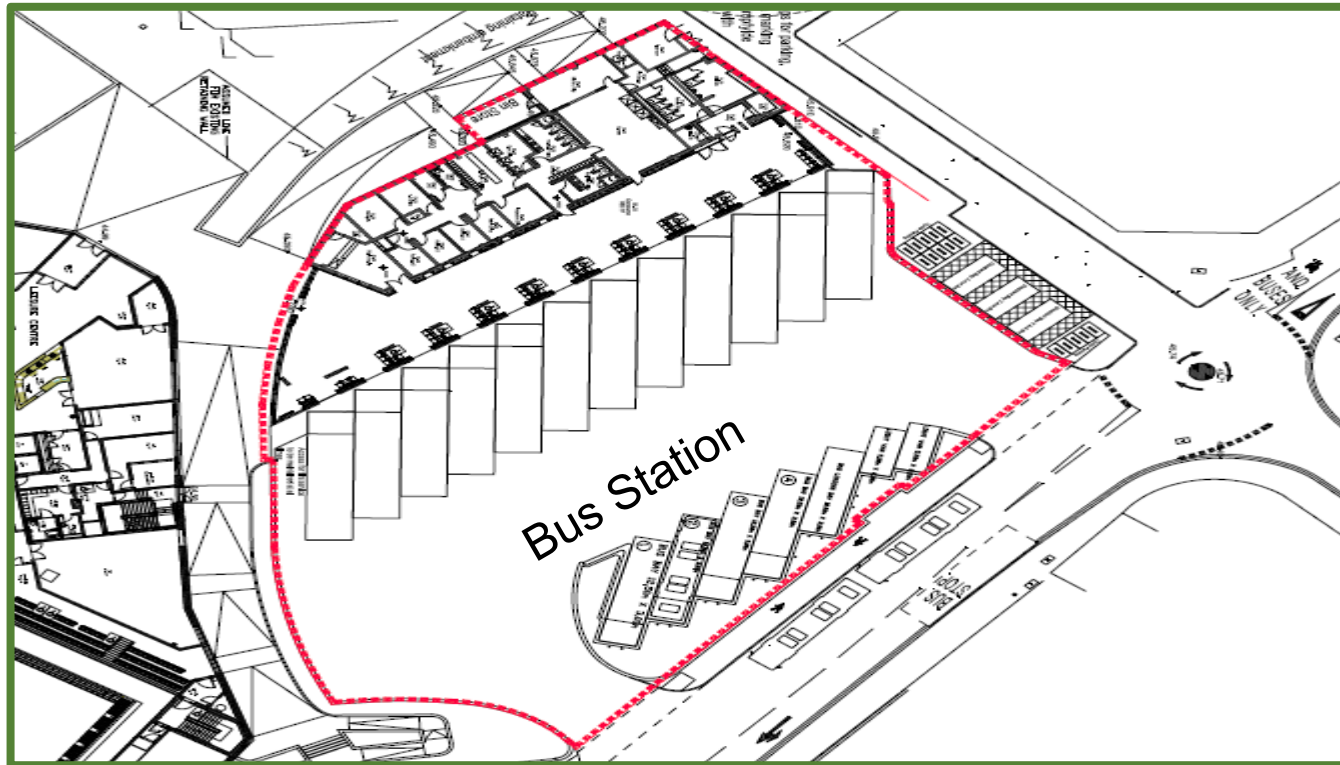
Update on the procurement of the operator for the new
Bus Station

Presentation to the Leisure Complex and Bus Station
Programme Board

25th April 2019

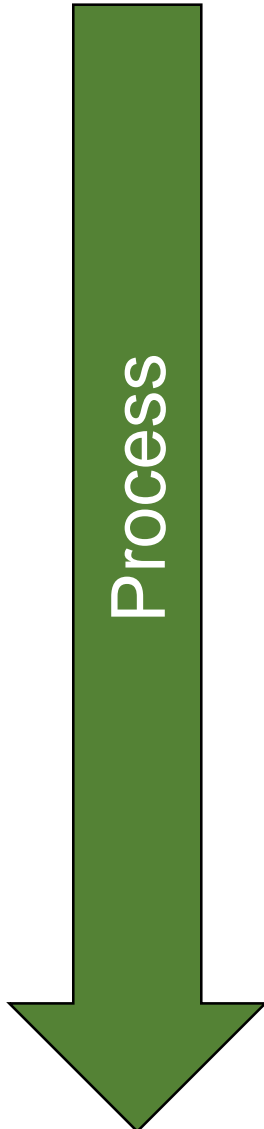
1. What is being sought ?
2. How is it being procured and when ?
3. Specification / Scope of the Agreement
4. Costs & Risks
5. Any Questions ?

An operator for the new bus station facility.....





Procurement approach and Timeline



Already Advertised

Expressions of Interest received from 4 operators

} Previously

----- Current Position

Update documentation (new design, new requirements)

Now – 31st May 19

Revised Expressions of Interest sought – including issuing the Tender documents to all

1st June – 1st July 19

- Financial standing
- Ability to proceed
- Experience of running bus stations
- Landlord references
- Draft documents
- Financial Offer

Tender Returns

1st July 19

Tender Evaluation

2nd July – 1st August 19

Agreement for Lease signed

1st September 19

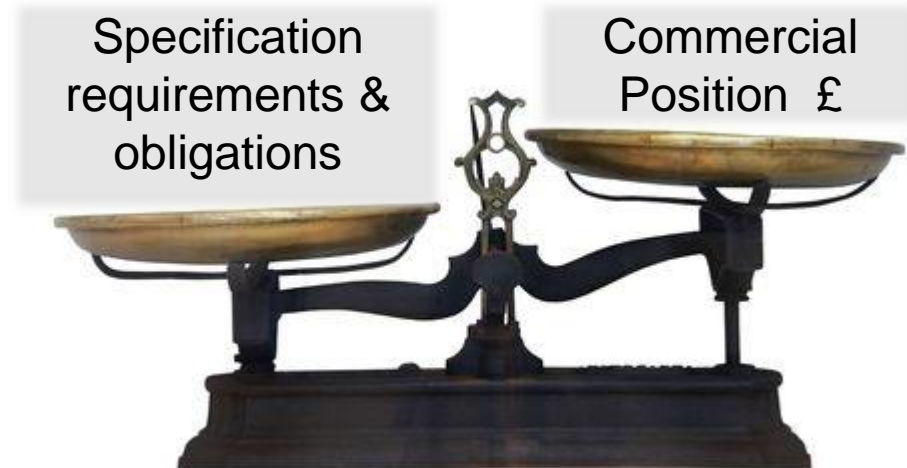
Tenant fit-out works

Autumn / Winter 20 (at Practical Completion of the building)

Lease executed : Bus Station open & operational

Winter 20/21

1. Overall approach : Tenancy agreement
2. Duration of tenancy
3. Lease : Full repairing
4. Other items
 - a) Cleaning / cleanliness
 - b) Opening and closing hours
 - c) Toilets – turnstiles and payment
 - d) Advertising
 - e) Signage / information boards (incl DCC electronic information boards)
5. Explicit identification of minimum requirements



Costs

This project is being delivered in-house by ECC Officers. It is not anticipated that any third party costs will be incurred for this procurement exercise (ie surveys, external legal, etc)

Risks

The pertinent risks are summarised as :

Risk	Cause	Mitigation
1. No tenders are submitted. Operators are not interested in the proposition.	The specification is too restrictive, placing too much cost & obligation on the operator.	Allow the operators / bidders the flexibility to propose commercial positions regarding paying for the toilets, etc.
2. The tenders received create an annual revenue liability for the Council	The specification is too costly and onerous. Complying with the specification costs significant amounts annually	Allow the operators / bidders the flexibility to propose commercial positions regarding paying for the toilets, etc
3. The Building is not ready on the date specified in the Agreement for Lease	Construction works are delayed, resulting in the building not being ready for the agreed date.	Ensure the Agreement for Lease includes flexibility for the tenant fit-out works and Lease commencement dates.



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Any Questions ?